ANGUS MEANS BUSINESS NATIONAL CONVENTION & TRADE SHOW

An Angus Homecoming

The American Angus Association welcomed visitors Nov. 3 in Saint Joseph, Mo.

by KASEY BROWN, associate editor; JENA McRELL, digital editor, & CARRIE HORSLEY, Angus Foundation

For many in the Angus business, the American Angus Association headquarters in Saint Joseph, Mo., is an extension of their farms and ranches — a valued partner for processing cattle registrations, performance information, genomic data, and offering marketing and promotional services.

The Association's nearly 25,000 members and their innumerable customers are located throughout the United States. Many of them may never get a chance to visit the building and meet

the employees on the other end of the telephone or computer screen.

On Nov. 3, the Association opened its doors for members and visitors prior to the start of the first-ever Angus Means Business National Convention & Trade Show in Kansas City, Mo.

"I've been a breeder for quite a few years, so I thought it would be really exciting to come to see the headquarters," says Rick Van Dyken, Thousand Hills Angus, Toston, Mont. "It's really a neat experience to actually get to meet people and put a face with a name. The employees are a vital part of our operation — without them, we couldn't do it."

Saint Joseph, Mo., has been home to

the business breed for nearly 60 years.

While in the office Nov. 3, tour participants were able to see firsthand the treasured history of the Angus breed, including original artwork by Frank Murphy; visit the Association's museum and library of historic publications; and spend time in the boardroom — where many of the breed's significant decisions have been made through the years.

Building an Angus Legacy!

Welcoming visitors to the Association was a brand-new entryway, lined with granite planters and pavers that pay tribute to the Angus breed's devoted farmers and ranchers. The project was made possible thanks to donors to the

Angus Foundation's *Building an Angus Legacy!* project.

Prior to the open house, the Angus Foundation hosted a ribbon-cutting ceremony to dedicate the new walkway at Association headquarters.

"On this noteworthy day for the Angus Foundation, we were honored to have buyers of the planters and pavers present for the event where they were able to see where their paver or planter is placed at Association headquarters," says Milford Jenkins, Angus Foundation president. "It marks a long process, great people and hard work to create such a beautiful entryway for the Association and fundraising opportunity for the Angus Foundation."



Many supporters of the Angus Foundation who participated in the *Building an Angus Legacy!* project looked for names etched in the granite pavers welcoming guests to the headquarters of the American Angus Association.



Joe and Susanne Bush of J&S Ranch, Gatesville, Texas, announced the Angus Foundation as the primary charitable beneficiary of their estate; formally bequeathing their ranch and other significant assets to the Angus Foundation.



Association President Gordon Stucky (left) and Angus Foundation Chairman Scott Foster cut the ribbon to celebrate the *Building an Angus Legacy!* project and to kick off the Angus Homecoming event.



Left: Josh Comninellis, API media specialist, kept the tape rolling as guests took their seats on the set of *The Angus Report* to gain experience as a spokesperson for the industry.

Right: Angus Genetics Inc. President Dan Moser welcomed cattlemen to Association headquarters and shared his vision for the future of performance programs.





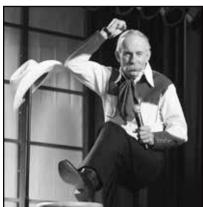
LaVera Spire, API director of business operations, helps a visitor sign up for a subscription.



Visitors had opportunity to visit with staff of the American Angus Association during the Open House. Ginette Kurtz (right), director of commercial programs, explains how to enroll in AngusSource®.



Such a large event takes the work of many staff members. Amber Wahlgren directs an attendee at registration.



Cowboy poet Baxter Black entertained attendees to start the trade show welcome gala Tuesday eyening.

2014 Association President Gordon Stucky, Angus Foundation Chairman Scott Foster, Angus Foundation President Milford Jenkins and CEO Bryce Schumann each spoke on behalf of the Association and Angus Foundation about *Building an Angus Legacy!*

"We had more than five busloads of people in attendance for the ribbon cutting and open house, and that really proves that our members are involved, and they are excited about the Association," Foster says. "To see their names as part of the entryway, and to be recognized as a part of Angus history, is really exciting and special for them."

Also in attendance were the following state and city dignitaries: Bill Falkner, Saint Joseph, Mo., mayor; Patt Lilly, Saint Joseph Chamber of Commerce president and COO; Matt Berry, Congressman Sam Graves' field representative; Rob Schaff, Missouri State Senator; and Pat Conway, State Representative.

Representing the Agri-business Expo Center were Sharon Cornelius, Susie Mires, Marty Grey and Gerald Sprong. Roger VanVickle of VanVickle Monument, Saint Joseph, Mo., was recognized for the company's role in project construction.

Supporter recognition

Monday evening showcased generous supporters of the Angus breed at the Angus Foundation Supporter Recognition Event. Among those recognized were Thomas and Catherine Chambers of Chambers Angus, Ontario, Ore., recognized posthumously as Angus Leaders who contributed \$250,000 or more during the fiscal year. Wilma Minix of Black Witch Farm, Athens, Ga.; Robert Funk of Express



Trade show attendees could get a signed copy of keynote speaker Richard Picciotto's book at the Angus booth.



The Angus Homecoming invited hundreds of cattlemen to the offices of the American Angus Association and API to meet the staff members behind the scenes.

Ranches, Yukon, Okla.; and Charles W. and Judy Herbster of Herbster Angus Farms, Falls City, Neb., were recognized as Angus Builders who contributed \$100,000 or more during the fiscal year.

Additional highlights from the evening included a special presentation to the National Junior Angus Show (NJAS) Steer Carcass Contest winners, and recognition

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Attendees of Angus University heard from industry experts about how the Angus breed fits into the bigger picture of "A Story of a Steak" Wednesday.

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of Chairman Scott Foster, Niles, Mich., for his service and leadership on the Angus Foundation Board of Directors.

Because of the generosity of its dedicated supporters, the Angus Foundation announced a new fiscal-year, total-revenue record of more than \$2.4 million

Angus Means Business

Tuesday, Nov. 4, was kicked off by hearing FDNY Battalion Chief Richard Picciotto recount his experience evacuating the north tower of the World Trade Center on Sept. 11, 2001. The audience then heard from 11 candidates running for five director positions on the American Angus Association Board in the Candidate Forum. Each candidate spoke for 5-7 minutes and then each answered two questions.

Tuesday afternoon was chock full of information on Angus resources in the Angus Means Business workshops, which featured four tracks — business, breed

improvement, marketing and cattlemen to consumer. Cowboy poet Baxter Black entertained all after the workshops before the trade show grand opening and welcome gala Tuesday evening. Attendees were able to sample *Certified Angus Beef*® (CAB®) value-added products and visit with nearly 100 allied industry booths on the trade show floor. 7 Bridges Road, an Eagles tribute band, entertained the crowd that evening.

The American Angus Auxiliary Breakfast jump-started Wednesday morning, Nov. 5. It was followed by a day of education at Angus University, after which the Auxiliary hosted a reception and the Miss American Angus contestant speeches. After another trade show gala, 1990s country musician John Michael Montgomery performed.

It was mentioned many times that the people within the Angus breed make it truly special, and on Thursday, Nov. 6, Angus people were celebrated at the Awards Recognition Breakfast. Brooke Harward received the Jim Baldridge Outstanding Leadership Award. Angus Heritage Foundation winners were Paul Donnelly, Kansas City, Mo.; Don Greiman, Garner, Iowa; the late Bob Laflin, Olsburg, Kan.; and Lawrason Sayre, Churchville, Md. Century Award winners were Dahl Angus, Estelline, S.D., and Laflin Angus Ranch, with ranches in Kansas and Nebraska. ROV winners were Sydney Schnoor, Chowchilla, Calif.; Logan Wright, Phillippi, W.Va.; Express Angus Ranches, Yukon, Okla.; Penner Harris, Mill Creek, Okla.; and Conley Cattle, Sulphur, Okla.

Madison Butler, Vincennes, Ind., was selected as the 2014-2015 Miss American Angus to conclude the breakfast. She competed earlier in the week with Michaela Clowser, Milford, Neb.; Katie Friederichs, Walcott, Iowa; Catie Hope, Berryville, Va.; and Destiny McCauley, Bowling Green, Fla.

After the Awards Breakfast, the 131st Annual Convention of Delegates elected Jerry Connealy, Whitman, Neb.; David Dal Porto, Brentwood, Calif.; John Grimes, Hillsboro, Ohio; James Henderson, Memphis, Texas; and Dave Nichols, Bridgewater, Iowa, to the Board of Directors.

Steve Olson, Hereford, Texas, was elected as the new Association president and chairman of the Board. Jim Sitz, Dillon, Mont., was elected as Association vice president and vice chairman of the Board. Charlie Boyd, May's Lick, Ky., will serve as the 2014-2015 treasurer.

More detailed coverage of the events is provided in the January *Angus Journal* and is available in the convention newsroom online at www.angusconvention.com.

Editor's Note: This article is compiled from articles written by Kasey Brown, associate editor; Jena McRell, digital editor; and Carrie Horsley, director of marketing and public relations for the Angus Foundation.